

Exhibit 4a
2013 Exports by Company Type and Employment Size
to Number of Partner Countries

Value in millions of dollars. Details may not equal totals due to rounding. D - Represents suppressed to avoid disclosure.

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	1,400,955	304,223	5.1	58.5	6.5	24.7	6.6	8.9	14.7	5.9	17.1	1.6	49.9	0.4
no. employees unknown(2)	122,562	119,668	23.5	75.3	20.9	18.0	11.2	4.3	22.5	2.1	17.4	0.4	4.6	0.0
1 to 19 employees	95,626	112,882	23.9	55.4	27.6	29.6	20.9	9.8	20.2	4.8	6.0	0.5	1.4	0.0
20 to 49 employees	49,895	31,727	11.0	40.7	16.9	30.9	16.7	14.8	37.1	11.4	13.8	2.2	4.5	0.1
50 to 99 employees	45,678	16,089	7.2	35.5	13.1	28.9	18.9	16.5	29.1	14.6	27.1	4.0	4.7	0.5
100 to 249 employees	84,870	12,260	3.3	31.6	9.9	26.9	11.6	16.0	33.0	17.5	33.7	6.9	8.6	1.1
250 to 499 employees	72,438	4,717	2.7	27.5	6.5	23.0	9.3	15.6	36.3	19.7	22.7	11.6	22.4	2.6
500 or more employees	929,886	6,880	0.7	25.3	1.2	19.2	2.7	12.1	7.8	16.3	16.0	15.1	71.5	11.9
Manufacturers	839,180	74,398	1.5	42.0	2.7	29.4	4.2	13.4	10.8	10.7	16.1	3.5	64.6	1.1
no. employees unknown(2)	40,619	17,139	12.4	59.5	10.2	25.8	8.9	8.4	26.1	5.0	35.5	1.1	6.8	0.1
1 to 19 employees	8,236	24,254	(D)	49.5	29.4	32.1	23.3	11.8	21.8	6.0	3.6	0.5	(D)	0.0
20 to 49 employees	11,595	13,877	12.7	36.2	22.7	32.8	23.9	15.8	30.1	12.7	9.9	2.4	0.6	0.1
50 to 99 employees	16,164	8,007	6.6	28.2	15.5	30.7	20.0	18.5	34.5	16.9	20.6	5.1	2.8	0.5
100 to 249 employees	37,290	6,260	4.1	20.3	11.9	28.8	12.7	19.0	37.1	21.6	19.9	8.9	14.2	1.4
250 to 499 employees	46,395	2,277	2.7	13.1	5.5	21.5	10.0	18.6	31.3	26.0	19.7	16.8	30.8	4.0
500 or more employees	678,882	2,584	(D)	6.5	0.6	12.2	2.1	12.9	6.0	21.9	14.7	24.5	(D)	21.9
Wholesalers	303,477	101,493	9.1	52.0	11.3	29.2	10.9	10.6	21.9	6.5	20.0	1.4	26.7	0.3
no. employees unknown(2)	38,795	34,821	29.0	69.0	26.3	22.7	13.5	5.4	17.5	2.4	7.7	0.4	6.0	0.0
1 to 19 employees	60,447	48,643	(D)	48.4	25.3	33.6	23.3	11.5	22.7	5.8	6.7	0.6	(D)	0.0
20 to 49 employees	29,729	9,847	5.9	32.9	12.6	32.5	13.8	17.7	43.6	13.7	17.3	2.9	6.9	0.3
50 to 99 employees	15,591	3,980	5.4	28.1	12.5	29.5	22.1	19.7	36.8	17.2	13.3	4.7	10.0	0.8
100 to 249 employees	35,563	2,525	0.8	25.0	6.3	26.9	9.8	17.9	26.8	20.8	52.4	8.3	3.9	1.1
250 to 499 employees	16,404	882	1.4	20.1	3.5	23.2	8.8	18.4	50.0	22.4	26.1	12.8	10.2	3.1
500 or more employees	106,948	795	(D)	9.4	0.4	14.6	1.1	13.0	9.1	20.5	21.9	25.4	(D)	17.1
Other companies (3)	258,298	128,332	12.1	73.3	13.0	18.4	9.5	5.0	18.8	2.7	17.1	0.5	29.5	0.1
no. employees unknown(2)	43,148	67,708	28.9	82.5	26.0	13.6	11.2	2.6	23.7	1.1	8.9	0.2	1.3	0.0
1 to 19 employees	26,943	39,985	32.0	67.4	32.2	23.2	14.6	6.4	14.3	2.7	5.2	0.2	1.7	0.0
20 to 49 employees	8,570	8,003	26.5	58.1	24.1	25.5	17.0	9.3	23.7	6.2	7.1	0.9	1.6	0.1
50 to 99 employees	13,923	4,102	9.8	56.8	10.9	24.8	14.2	9.5	14.1	7.5	50.0	1.3	1.1	0.1
100 to 249 employees	12,017	3,475	8.0	56.9	13.8	23.4	13.3	9.3	38.9	7.9	21.2	2.1	4.8	0.4
250 to 499 employees	9,640	1,558	5.2	52.6	16.0	24.9	7.0	9.6	37.4	9.1	31.4	3.3	3.1	0.5
500 or more employees	144,057	3,501	3.6	42.9	4.8	25.5	6.9	11.3	15.5	11.1	17.9	5.8	51.4	3.4

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2013.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies; and companies for which an industry could not be determined.

Note: This exhibit is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.